

Vigor grows out  
of rigor

# Herbert Kaufman's Weekly Message

It's never too late  
to ascend

## Change, and So Will Your Prospects

By HERBERT KAUFMAN

You picked your job and it will continue to fit you until you grow out of it.

If you want a better one, show your better self. You can't hold a bigger place than you're qualified to manage. Your wage is calculated upon your ways. Change, and so will your prospects.

The men who order your comings and goings preferred their hardships at the outset—fumbled when it counted least—made one or two false starts and returned to the scratch for a cleaner getaway.

They fell down before they got up in the world. Nobody ever learned to jump high without some preliminary bruises. Experiment and experience teach us how to reach unattained points.

But you welshed from the very beginning and chose the easiest way, never sensing that the route would become rougher the further you followed it.

You failed through seeking to escape failure.

Sidestepers are invariably overtaken by the responsibilities they try hardest to avoid.

Your character is weak and flabby from lack of exercise.

There's no room for development in a standardized position for which every contingency has been anticipated by a headquarters rule.

You wouldn't trust to your own powers of originality and tenacity, but elected instead to become a part of somebody else's machine with every action determined by influences in which you have no voice.

Day by day you turn in the same measured course, unable to assert individuality or express personal preferences.

You didn't manifest enterprise in all these opportunity-laden years and now folks have grown accustomed to regarding you incapable of undertakings that involve judgment and vision.

If there's a latent spark in your imagination—coax it, nurse it, fan it to a flame.

It's never too late to demonstrate ambition.

But prepare for discouragement. You wouldn't undergo it in your youth, and it will be even more difficult to assert restrained ability with an established reputation for insignificance.

You aren't too old to succeed in a new field.

You'll stand a better chance among folk who haven't set you down as a nonentity.

Unused faculties will creak for a while; the habit of initiative will return slowly—you've stunted it by neglect.

But if you are determined to assert yourself and willing to attempt and fail and attempt over again, confidence and competence are inevitable.

The foremost astronomer of the nineteenth century wasted the prime of his life upon the flute and picked up a precarious income in second-class orchestras until he realized that his fortune lay among the stars.

Jim Hill wasn't disenthused because he was still a country station agent when the Northwest called for leaders.

Gladstone was past seventy when he took up the study of Greek.

One of the principal counsel of the tobacco interests was a family man when he was tacking signs for the same companies whose legal affairs he now directs.

William de Morgan was in the fifties before he started his first novel.

In the long run we are all what we choose to be. A man gets no more out of this world than he takes out of himself.

## Everybody's Business

PARLOR phrases are only for parlor phrases. Nice words cannot clarify un-nice situations.

There are occasions when strong language is as necessary as strong medicine.

Sugared sentences are as valueless in a crisis as sugar pills in an epidemic.

Therefore it is perplexing to confine a discussion of the social evil to the expurgated and emasculated vocabulary of Puritanism, and the unspeakable conditions revealed by the big vice investigation in New York City affect the welfare and security of all America to an extent that demands a frank and angry national consideration of the disclosures.

What has happened in one part of the country will be repeated in other sections unless stern and prompt means are adopted to prevent it.

The possibility is proportioned by the size of cities. Where the most people live it is most difficult to control civic morals. But since the agents of this heinous industry are searching for gullible women wherever to be found, it behooves all parents to help promote rigid PROTECTIVE MEASURES against the further spread of white slavery.

The most valuable lieutenants of seducers are silent mothers and fathers. It is inconceivable that any responsible adult can permit a girl to attain maturity without first coaching her in the ways of the world and a realization of the forces which menace credulous, unwary and Foolish Virgins.

Fill their lamps with the oil of your experience—without light they cannot see into the shadows.

Tell them the truth about the lies that men tell, before such men have a chance to tell them lies about the great truths upon which honor and happiness depend.

Uninformed and neglected children are at the mercy of the first plausible scoundrel they encounter.

We must stamp out this infamous traffic. Its existence is inexcusable and possible only because no whole-hearted endeavor has ever been made to discourage it.

Spasmodic crusades are utterly futile. So long as there are complacent communities ready to receive the bands driven from one region they will begin anew on fresh ground.

All previous attempts to put the panderers out of business merely brought a local relief. While one asylum remains open they will regain their strength and lay plans to resume activity.

Nothing short of concerted and uniform legislation, as drastic as a plague quarantine, can solve the problem.

Let's begin now and this time make a clean-up.

Bad as we find affairs, we are quite likely to undergo an even worse experience in the near future.

Before long peace will descend upon Europe, and with its coming an era of poverty unprecedented in modern annals.

Millions of orphans and widows, at present provided for by government allowances, will upon the cessation of hostilities

ities, find themselves unable to gain a livelihood over there, and will naturally turn to America, "where money can be picked up in the gutters."

It is not pleasant to read or write of such sordid contingencies, but if precedent is a valid guide for the future, we are faced with a probable influx of vicious characters, not to mention a host of bewildered and ignorant peasant girls, a percentage of whom will certainly fall into the hands of criminal organizations if we do not immediately devise ways to guard our country against the continuance of a traffic which will scatter them from coast to coast.

This must be prevented at all costs. Every student of economics appreciates that the threat will be fulfilled if we do not forfend.

Act!

## Who's Boosting the Price of Foodstuffs?

SOMEWHERE along the line that reaches from producer to consumer as brazen a set of highbinders as ever held up a nation are looting the American household purse to such an extent that every raise in income is immediately absorbed by a dozen rises in the cost of foodstuffs.

We are not at war, and if we were we would be self-sufficient. Acres are not idle; there've been no great droughts in years. Crop yields are abundant. Neither orchards nor herds have recently been visited by blights and disease.

Something did happen to the new wheat, but only in certain sections and not to an extent which justifies the wild leap in the processed product.

Europe's purchases, even if heavier than usual in some quarters, are not abnormal when calculated en masse.

There is no valid reason, no honorable explanation, for the constant and outrageous price boosts in necessities.

Canned goods, with few exceptions, are still selling on their old basis. Extortion is practically confined to perishables.

There seems to be a widespread conspiracy to manipulate the markets.

Vague rumors reach us of enormous surpluses stored in refrigerating plants, of carloads of fruit and vegetables permitted to rot on sidings, of huge consignments of chickens and fowl held on spur tracks. Eggs, butter, fish have been selling at maximum in the season of their greatest abundance.

Every item of news is capitalized as a cause for a radical price increase.

Hotel menus reflect the tendency of the hour, tariffs are, in some cases, doubled over night. Big hostilities think nothing of charging 35 and 45 cents for scant plates of soup.

Is there another nation on the face of the earth which would tolerate a similar brigandage? Are we the leading easy marks of the universe?

## Nicaragua's Election Under Eye of United States

BY CHARLES M. PEPPER.

NICARAGUA has an election impending as well as the United States. It comes in October. The issues between parties are not so sharply drawn as in this country, but several groups of Nicaraguan politicians think they are just as important.

The October election in Nicaragua will be practically under the guidance of this country. The treaty under which the United States paid Nicaragua \$3,000,000 for canal rights and for privileges in Fonseca bay does not specifically provide for a protectorate. In this respect it is much less specific than the Haitian fiscal protectorate. Nevertheless, everybody knows that the eyes of the United States are on Nicaragua, and Nicaragua herself is keeping a weather eye on Washington.

It is the hope of Washington that the moral influence of this country will be sufficient to secure an orderly election in the result of which all factions or parties will acquiesce. Orderly elections in Nicaragua in the past have not been rare. The trouble usually was

that they were too orderly, because the opposition knew the futility of trying to make a show at the polls, or at the urns, as the Latin-American phrase goes. Generally, the opposition waited until after the election and then started a revolution.

It is now the openly avowed purpose of the United States to prevent revolutions in Latin-American countries. This is considered better policy than trying to stop them after they have been started.

The immediate question is how far the moral influence of the United States will assure a full and free election, so that no faction will be able to complain that it was cheated at the polls and is therefore not bound by the result. The moral influence of this country is still backed by the presence of the 100 marines who have been stationed at Managua since the Taft administration put them there.

Some of the factions, or groups, claim that the only chance for a fair election is to have the United States supervise the ballot boxes. We did that once in Panama, and also in Santo Domingo, but Washington does not look with favor on it as a permanent policy. The tendency is to discourage representations of undue influence and unfair balancing made in advance of the election. Instead, the wiser plan has been adopted of seeking to insure a fair count of

the votes and the bringing out of the electors, so that a full expression of public opinion may be had.

Several of the groups are bitterly opposed to the United States supervising the election. It may be that this is because they fear they would get the worst of such an arrangement, or it may be because the really believe that such supervision would impair the sovereignty of Nicaragua.

Whatever course is adopted by the United States, there is one thing that cannot be evaded. This is the responsibility for whatever happens at the October election. The canal treaty

entirely would not permit him to land, and he, therefore, entered upon another period of temporary sojourn in Salvador and Guatemala.

The protests against keeping a presidential candidate out of the country during his candidacy were so strong that the authorities revoked their refusal and allowed him to land.

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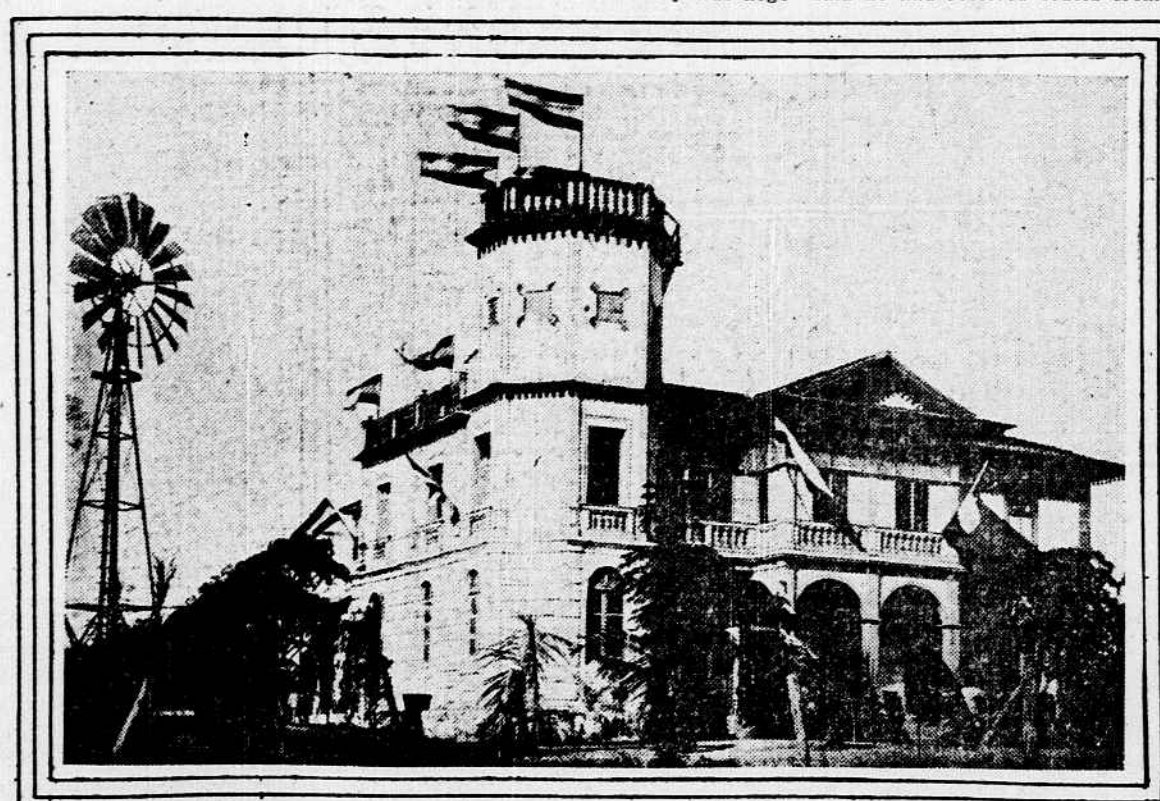
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A MOSQUITO INDIAN OF NICARAGUA.



COUNTRY HOME OF A NICARAGUAN CAPITALIST.

makes this responsibility as sharply defined as if a political protectorate were provided, which was the course originally advocated by William J. Bryan, when he was Secretary of State. The State Department has a list of four candidates for president. These are Gen. Emiliano Chamorro, Senor Cuadra Paso, Dr. Julian Irias and Senor Calderon. Recent cable dispatches have added to this list Senor Rosendo Lopez. Anybody can announce himself as a candidate and have his friends get behind him.

As seen from a distance, the contest appears to be largely between the administration of President Adolfo Diaz and the people who are against continuing the administration under another name. President Diaz himself is not eligible for re-election. His candidate is Senor Cuadra Paso.

The claim of the opposition groups is that the Diaz administration seeks to perpetuate itself, and that to elect Senor Cuadra is to continue the present regime, which is declared to be unsuitable to the needs of the country.

It must be said for President Diaz that, having picked his candidate, there is no hesitation in throwing the whole influence of his administration in behalf of the administration candidate. Whether the continuance of the present

regime would be beneficial to Nicaragua or not is a matter which the Nicaraguans should be left to settle for themselves. But the charges are made that they will not have a chance to settle it for themselves, unless the United States prevents the pernicious activity of the Diaz administration.

President Diaz has had the support of this country since the marines under Admiral Southern landed in Nicaragua and stopped the Nicaraguans slaughtering one another. This support was justified on the ground that his administration was the only one in sight which could offer grounds for recognition.

In the view of Washington it was both a de facto and a de jure government, and the canal treaty was negotiated with it.

Both Senor Cuadra Paso and Gen. Chamorro belong to what is known as the conservative party, but these names have little significance.

There is now what is called a liberal party. Its candidate is Dr. Irias. He has spent a good deal of time in what is called in Central America "temporary sojourn" in the neighboring republics. This means political exile.

In August, Dr. Irias sought to return to Nicaragua from Costa Rica. The authorities would not permit him to land, and he, therefore, entered upon another period of temporary sojourn in Salvador and Guatemala.

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